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HAVE YOU HAD YOUR FEET FOOTOGRAPHED" YET?

Fort and Hotel Streets

HONOLULU MUSIC CO.

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Everything Musical Fort mext to the Clarion

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New Manila Hats HAWAII & SOUTH SEAS CURIO CO., Young Building

JAMES J. HILL SCORES SEAMEN'S BILL; FAREWELL TO PACIFIC I

San Francisco Waterfront Sor- An unusually large number of Chinese were aboard the liner. China has rows as Mongolia Starts on Last Trip Under U. S. Flag

was most affectually frightened away and the liner given a grand send off

by the Chinese without the knowledge this country.
of Capt. Emery Rice and the other The compan officers aboard. Charlie Whan, the head Chinese boy, acted as high priest and just before the Mongolia pulled away from the pier long poles, bearing 15-foot strings of firecrackers, were run out over the after rail and set off.

The result resembled greatly a battle The result resembled greatly a battle in Europe and if the God of Bad Luck happened to be perched on the trucks of the steamer he must have vacated mighty rapidly before the bombard-ment. At least twenty strings of crackers were set of and the firing continued until the Mongolia was far ontinued until the Mongolia was far out

Great Crowd on Pier. greatest crowd that has ever uade its way on to the Pacific Mail docks was on Pier 42 to see the Mongolia leave San Francisco for the last time and when the pride of the Pacific pulled out from the dock and headed for the Golden Gate the air vas set ringing with the ories of

sons occupying the first cabins, 100
In second class and 425 Asiatics in steerage. Fourteen thousand tons of cargo, the vessel's capacity, crammed the cargo holds and many tons of cotton and other products were left beliand on the dock.

Arieigh's, on Hotel street, there are the cargo holds and reference works and reference works and reference works.

Torpado house. Two unknown.

Auxiliary cruisers. Koenignin Luise, ing materials, composition books, the cargo holds and many tons of cotton and other products were left beliand on the dock.

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Torpado house. Two unknown.

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declared a boycott against travel on Japanese ships and many of the natives of the Flowery Kingdom took advantage of the sailing of the Mongolia to return to China on the last

the alienist. That is exactly the ## ted that the oldest operative steam ship line in the world, and the com-

The Peru, at present engaged in the Central American trade, will be used to return the Oriental crews to the The ceremonies accompanying the Far East and to bring the employes departure of the liner were prepared of the Pacific Mail Company back to

The Mongolia carried out the record list of passengers for the Pacific Mail Company, there being 275 persons occupying the first cabins, 100 Arleigh's, on Hotel street, there are in second class and 425 Asiatics in steerage. Fourteen thousand tons of you'll need to buy: and all the works on the Oceanomy, Vaterland, Komet, Tiger, Itis, Jaguar, Luchs.

Oceanomy, Vaterland, Komet, Oceanomy, Vaterland, V

U.S. WILL CONTINUE STRENELY

Fates of Nations Hang in Bal- her for it. We have seen that the ance, But America Will Stay is essentially a defensive one; so long Neutral, Says Chinese

in the Far East appear in a book When it was announced that # The Mongolia also upset all transthe Pacific Mail had sold its fleet # pacific tradition by leaving on Wedfor transpacific ships, James J # nesday. This is the first time that a world War From the Chinese Standwhich has been written by J. WongCompany the following come:

"America has no inordinate ambition for colonial expansion, so we are
not in a position to offer her anything
the Hill made the following come:

as she herself is not unduly threatened, so long as she obtains free play PEKING, China.—Some interesting for her commercial enterprise, she Chinese views as to American interest in the Far Fast appear in a book with the affairs of other nations.

perils and stage our burdens. No doubt can be entertained about the sincerity of America's good will towards China; but good will alone is a "We deceive duraelyes," says the writer, "if we are led to expect any substantial assistance from the United States of America."

In the near future, become increasing in the near future, become increasing in the pressing, and when it is too late to interfere the United States may have reason to regret her past inaction.

States of America.

With the final salling of the Mongo is also came word of the sale of the pacific Mail Company. The Persia, which will arrive here should be saling of the British flag, was most effectually feeb.

The company also announced a 60 tons), Bulwark (15,000 tons), Formids per cent cut yesterday in all of its ble (15,000 tons), Irresistible (15

Auxiliary cruisers—Oceanix, Robilla Vikner, Clan McNaughton, Baynas.

Battleships—Pommern (13,300 tons).
Cruisers—Madgeburg, Koein, Mainz, Ariadne, Hela, Yorck, Cormoran, Gejer, Emden, Friedrich Karl, Gnelsenau. Scharnhorst, Nurnberg, Leipzig, Koenigsberg, Bluecher, Gazelle, Dreaden.
Gunboats—Noewe, Tsingtau, Hedwig von Wissemann, Vaterland, Komet,

lger, Prinz Eitel Friedrich, Kron-nz Wilhelm, Macedonia.

ndary Leon Gambet unboxto Zeles (Bestroyers—Mousquet, Dague.
Submarines—Curie, Saphir, unknown
Torpedo boats—347, 338, unknown.

ITALY

TURKEY arines Two unknown

TOTAL TONNAGE

"That which you see all the fime, you never see at all." Haven't you suddenly noticed in your home something which had been there all the time but which you had never sensed before? How many buttons are there on your coat sleeve? If you are like most people, you will have to count them, even if you have worn the coat for

Many a time men have sat at their desks day in and day out, continually looking at a certain calendar in front of them. Yet, when asked: "What concern does that calendar advertise?" they do not know. The first impression when they first saw it was about the only one their minds received. After that, even though they looked at it every day, they saw only what they sought to see that is the date.

Almanacs and novelties of all kinds have been put around from house to house in an effort to advertise to the housewife. Like other media of this kind, these usually give but one message which a newspaper ad could give at much less cost per person reached. The reason an advertiser is willing to pay more for the novelty is because of the false theory that a novelty keeps giving forth its message continually and repetitively.

The fresh appeal of the newspaper is worth more than any monotonous permanence. A big cereal manufacturer expresses this point as follows: "The one big advantage possessed by a newspaper-which I shall call 'varied continuity'-is the thing that appeals to me more than anything else. To illustrate: A salesman would get the best results by varying his appeal-sometimes by a visit when his business was not mentioned; another time when price would be discussed in detail-and the order secured.

"The schedule-made up to include 'all type' copy, text with illustration and sometimes only a picture—gets attention all along the line, and, if kept up, will be sure to have its effect.

"This is an age of living and learning. It is not enough to tell the American housewife that you have something to sell to her; you must tell her what it is, how it is made, how packed and what advantages it possesses for her over products supposed to be similar.

"As far as we are concerned, I am sure we can obtain better results and a larger share of permanent, satisfied customers, by telling our story in a series of newspaper advertisements. Of course we do not reach every one; there is a waste in some of the circulation we buy, our claims are doubted by a certain percentage of newspaper readers, and some people do not see our advertisements at all. The law of average, however, is a safe one to follow."

SPECIAL

WAR CONTINUES

The Royal Toggery, 152-154 Hotel

Street, continues unmerciful war

on the remainder of the

Bell Clothing Co.'s Stock

for one more week, when hostilities will be suspended

peace declared and the field cleared of its destruction

Linen Gollars, men and boys' sizes, any style 15c doz

Blue Denim Pants, "Boss of Road"........... 500 esc

Etc. Etc. Etc.

Give us a call during this week or you will miss a

great chance to buy things you need-at a very low price

The Royal Toggery

Crystal Soaps

Crystal Special Swiss Rose Transparent. . \ Crystal Special Swiss Violet Transparent Crystal Special Corylopsis Crystal Special Sterling Peroxide Bath . . .

Crystal Special Pure Cocoanut Castile. . . (For hard waters)

· For sale by

lister Drug Co.,

Fort Street near Hotel Phone 1848

You Can Use Roll Film in Your Graflex

if you have one of the new Roll Holders. This new holder comes in all sizes. Prices as follows:

21/4 x 31/4\$6.00 31/4 x41/4 7.00 3A 8.90 4x5 8:00 5x7 9.00

Honolulu Photo Supply Co.,

"Everything Photographic"

Fort Street

We attend to Checking and Scaling of

BAGGAGE

en all outgoing steamers without inconvenience to passengers We also make a specialty of Furniture Moving.

Union-Pacific Transfer Company, Ltd.,

U. S. Mail Carriers. King St. next to Young Hotel

Hustace-Peck Co ALL KINDS OF ROCK AND SAND FOR CONCRETE

PURPOSES, OF THE COURSE:-(1) To increase

returns for the retailer who now advertises. (2) To show the non-advertising retailer how he can lower his prices, yet increase his profits. (3) To suggest to the jobber and manufacturer a cautious method to create demand and increase good-will. (4) To prepare the person with latent advertising ability for a place in this new "profession."

This course, when delivered personally to a class of students, costs \$15. It is equivalent to a correspondence

Home Course in Advertising

CHAPTER LXXX.

sourse which costs \$95. The entire 90 lessons will be given exclusively with this newspaper free of charge.

THE ADVERTISING NOVELTY AS A MEDIUM

Another medium which depends on a suggestion is the advertising novelty. This is supposed to be low in cost on account of the number of days that it continues to reach the recipient. Novelty advertising is one of the original kinds. Many people used to spend more money on it than on almost any other phase. At first nevelty business developed of itself. But recently these manufacturers have tried to build up an organized promotion in favor of their particular phase of advertising.

The advertising novelty is usually high in cost per person, but low in cost per person per day. The pencil that you get with the name of a store on it costs more than it would to have that message sent to you through almost any other medium. One could tell the name of the store and something good about the business for far less than the cost of that pencil. The only reason in favor of the pencil is the theory that you will use it for, say; 20 days. and every time you use it you will think of the store it advertises. If that were so, then the pencil or any other novelty, would be a tremendously good medium. But unfortunately it does not work out entirely in that way.

Because something is in front of you does not prove that you will observe it. Herbert N. Casson has said: